

I. Position Title: Economic Development/RDA Director Revision Date: 1/01  
EEO Function: Exempt  
Status: Exempt (Administrative)  
Control No: 20200

Under the strategic direction of the City Administrator and Mayor, promotes and monitors all Sandy City economic development and redevelopment programs.

- Coordinates and monitors all economic development programs with contractors, property owners, the City, and other interested groups.
- Oversees a long-term general plan for economic development of the City, including the physical development.
- Solicits potential economic developers to Sandy.
- Generates and nurtures professional working relationships with private developers, realtors, business leaders, banking and financial leaders, professional economic development and trade associations, state and local government leaders, economic development professionals and other community leaders.
- Maintains files of all potential economic developers with whom contracts are made and all potential economic development property in the City.
- Hosts clients, provides tours of the City, matches up appropriate interested parties for development projects.
- Markets Sandy City by preparing appropriate information for presentation to potential developers and designing and implementing a public advertising program to promote a positive image of the City.
- Generates specific studies and reports, including statistical information pertinent to current needs and trends in the City.
- Participates with the State Economic Development Agency and Utah Economic Development Corporation and stays abreast of current nationwide trends and methods of economic development.
- Maintains constant communication with the Mayor and City Council in order to keep them informed of current economic development matters.
- Oversees the daily operations of the Economic Development Office including budget management, personnel matters, staff support and assignments, facilities and equipment and special projects and events.
- Promotes new development programs and arranges and facilitates creative financing packages.
- Represents the Redevelopment Agency at all required meetings with developers, citizen groups, financiers, etc.
- Negotiates and prepares contracts for the purchase of real property, property development, and other agency business.
- Prepares all federal and local redevelopment reports.
- Prepares and administers annual redevelopment agency budget.
- Manages the work of consultants and economic development staff.

- Performs other duties as assigned.

**Education:** Bachelor degree in business, public administration, finance, planning, or other closely related

field; valid Utah Drivers License required.

**Experience:** Five years working experience in redevelopment, economic development, real estate development or closely related field; may substitute up to 2 years of additional education for 2 years of experience.

**Knowledge of:** Principles and practices of redevelopment, economic development, financial management, accounting and real estate practices; public relations; public presentations and contract negotiations; budget procedures and governmental financing including bonding; financial analysis.

**Responsibility for:** Negotiations with property owners and/or developers concerning agreements that can have substantial financial implications; great responsibility for the use of money within Redevelopment Agency; great responsibility for the supervision of department staff.

**Communication Skills:** Ability to professionally furnish and obtain information from other departments; contact with other departments, requiring tact and judgement to avoid friction; constant contact with the public presenting data that may influence important decisions; frequent contacts involving the carrying out of programs and schedules requiring and influencing of others to obtain desired result; regular and frequent outside contact with persons of high rank requiring tact and judgement to deal with and influence people; requires a well developed sense of strategy and timing.

**Tool, Machine, Equipment Operation:** Regular use of a computer, telephone, printer, and copier.

**Analytical Ability:** Communicate effectively verbally and in writing; prioritize tasks; work well under pressure and impending deadlines; establish effective working relationships with employees, the public, developers, and financiers; ability to analyze and translate technical and financial data into an easily understood format.

VI. Working Conditions:

Great mental effort is required daily; frequent exposure to stressful situations due to high interaction levels with the public and exposure to deadlines; regular evening and weekend work.

The above statements are intended to describe the general nature and level of work being performed by the person(s) assigned to this job. They are not intended to be an exhaustive list of all duties, responsibilities, and skills required of personnel so classified. The approved class specifications are not intended to and do not infer or create any employment, compensation, or contract rights to any person or persons. This updated job description supersedes prior descriptions for the same position. Management reserves the right to add or change duties at any